

Message Text

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 COME-00 TRSE-00 OMB-01

SP-02 CIAE-00 INR-07 NSAE-00 /040 W

-----020600Z 090050 /11

R 020430Z MAY 77

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 2550

INFO AMEMBASSY ATHENS

AMEMBASSY LONDON

AMEMBASSY ABU DHABI

USINT BAGHDAD

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMCONSUL DHAHRAN

AMEMBASSY KUWAIT

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

C O N F I D E N T I A L DOHA 0538

DEPT ALSO FOR NEA/ARP

E.O. 11652: GDS

TAGS: BEXP, QA

SUBJECT: FORD MOTOR COMPANY IN QATAR -- ANOTHER PROSPECTIVE SUITOR

REF: 76 DOHA 1235 AND PREVIOUS

1. ANOTHER POWER IN THE QATARI MILITARY INDUSTRIAL COMPLEX HAS CONTACTED THE EMBASSY ABOUT THE POSSIBILITY OF OBTAINING THE FORD MOTOR COMPANY AGENCY. EMBASSY COMMERCIAL SECTION WAS VISITED MAY 1 BY MICHEL H. ZABE AND FATHI KALLA OF AL-ATTIYA MOTORS AND TRADING COMPANY, P.O. BOX 2754, DOHA, QATAR. (PHONES: 324859 AND 324863, CABLE: BERLIET, TELEX 4365

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GULCEN DH.) AL-ATTIYA COMPANY IS OWNED BY BRIGADIER MOHAMAD AL-ATTIYA, DEPUTY COMMANDER-IN-CHIEF OF THE ARMED FORCES OF THE STATE OF QATAR AND COMMANDER OF THE QATARI ARMY BRIGADE.

2. MR. KALLA IS CHARGED BY HIS COMPANY WITH THE TASK OF CONTACTING AND MAINTAINING CONTACT WITH FORD LOOKING FORWARD TO

THE TIME WHEN FORD IS REMOVED FROM THE BOYCOTT LIST. (ACCORD-
ING TO KAPPA THIS WILL TAKE PLACE WITHIN TWO OR THREE MONTHS.
HE ALSO MAINTAINS THAT THE ENTIRE BOYCOTT STRUCTURE WILL BE
CHANGED SHORTLY AND MAY EVEN BE ABOLISHED "BEFORE NEXT MAY.")
KALLA SAYS THAT HE IS PREPARED TO TRAVEL TO THE U.S. TO
CONFER WITH FORD REPRESENTATIVES ABOUT THE POSSIBILITY OF
AL-ATTIYA MOTORS AND TRADING COMPANY BECOMING THE FORD
AGENT IN QATAR.

3. MESSRS. ZABE AND KALLA STATED THAT THEIR COMPANY IS
INTERESTED IN POSSIBILITY OF ASSEMBLY PLANT IN DOHA AND
WOULD BE PREPARED TO CONTRIBUTE "SUBSTANTIAL SUMS" TOWARD
FINANCING SUCH A PROJECT.

4. PARA 1 OF REFTTEL GIVES CONNECTIONS OF OTHER FOUR PRO-
SPECTIVE SUITORS FOR FORD HAND -- OMAR AL-MANA, SHAYKH
GHANIM BIN ALI AL THANI, SHAYKH ABDUL AZIZ BIN KHALIFA
AL THANI AND SHAYKH JASSIM BIN MOHAMAD AL THANI. BRIGADIER
AL-ATTIYA'S CONNECTION COULD BE (ALTHOUGH WE HAVE NO CON-
CONCLUSIVE EVIDENCE) COMMANDER-IN-CHIEF, SHAYKH HAMAD BIN
KHALIFA AL THANI, WHO, LIKE SHAYKH ABDUL AZIZ, IS A SON
OF THE AMIR. EVEN IF THIS CONNECTION DOES NOT EXIST, THE
BRIGADIER'S OWN POSITION AS DEPUTY COMMANDER-IN-CHIEF PUTS
HIM IN A POSITION TO DO GREAT GOOD OR HARM TO FORD.

5. COMMENT: EMBASSY WISHES TO REEMPHASIZE THE DELICATE
POSITION IN WHICH WE SEE FORD IN QATAR. ALL CONTENDERS
ARE POWERFUL AND ALL VERY MUCH WOULD LIKE TO BE FORD'S
AGENT IN QATAR. FOUR OF THE FIVE CONTENDERS WILL NOT BE
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HAPPY WHEN THE DECISION IS FINALLY MADE. FORD REPS WHO
VISITED DOHA LAST NOVEMBER WERE AWARE OF THE DANGERS
INHERENT IN THE SITUATION BUT SAID THAT THE DECISION WOULD
NOT BE MADE BY THEM AND THAT NO DECISION WOULD BE MADE
UNTIL AFTER THEIR COMPANY WAS REMOVED FROM THE BOYCOTT
LIST.

6. PLEASE INFORM FORD REPS, MR. MAX P. WYLER, MANAGER,
BUSINESS MANAGEMENT, MID-EAST AND AFRICA DIVISION (DEAR-
BORN) AND MR. HISHAM A. ROUSHDY, MARKET DEVELOPMENT
CONSULTANT, FORD MID-EAST AND AFRICA, INC. (ATHENS AND
LONDON) OF AL-ATTIYA MOTORS AND TRADING COMPANY INTEREST IN
ESTABLISHING CONTACT WITH FORD, AND OF KALLA INTEREST
IN ARRANGING DISCUSSIONS WITH FORD REPRESENTATIVES IN U.S.
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